Agenda

1. OMV at a glance
2. OMV Strategy 2025 & Achievements 2018
3. Back up
OMV produces and markets oil & gas, innovative energy and high-end petrochemical solutions – in a responsible way.
Who is OMV?

**Upstream** involves exploring and producing oil and gas in five core regions

- **Production**
  - 427 kboe/d

- **Proven reserves**
  - 1.27 bn boe

**Downstream Oil** includes the refining of crude oil, the distribution of our wide range of products including petrochemicals to commercial customers, as well as the filling station business

- **3 refineries with refining capacity of 17.8 mn t in CEE and 7.1 mn t in UAE**

**Downstream Gas** covers the transportation, storage and distribution of gas

- **Natural gas sales volume**
  - 114 TWh

*2018 figures*
Our value chain

Upstream
- Onshore and offshore exploration and production

Downstream
- **Oil**
  - Supply
  - Refining
  - Storage
  - Transportation and distribution
  - Petrochemicals
  - Industry
  - Domestic
  - Filling stations and services
  - Industry
- **Gas**
  - Pipeline
  - Storage
  - Pipeline
  - Domestic
  - Gas-fired power plants
  - Industry
OMV worldwide/Upstream

Central Eastern Europe
- Austria
- Bulgaria
- Kazakhstan
- Romania

Russia

North Sea
- Norway

Middle East and Africa
- Kurdistan
- Libya
- Tunisia
- United Arab Emirates
- Yemen

Asia – Pacific
- Australia
- Malaysia
- New Zealand

OMV Upstream
Annual production per country 2018
in mn boe

1 The upstream business in Pakistan was divested on June 28, 2018.
2 On January 31, 2019 OMV acquired a 50% interest in SapuraOMV Upstream Sdn. Bhd. In addition to the Malaysian footprint, SapuraOMV Upstream has exploration assets in New Zealand, Australia and Mexico.
OMV worldwide/Downstream

- **Downstream Oil & Gas market**
  - Austria
  - Germany
  - Hungary
  - Romania
  - Slovenia

- **Downstream Oil market**
  - Bulgaria
  - Czech Republic
  - Moldova
  - Serbia
  - Slovakia

- **Downstream Gas market**
  - Netherlands
  - Turkey

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1. OMV divested the Samsun power plant in Turkey on September 6, 2018.
**Key figures 2018**

### OMV KPIs 2018

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Group Sales</strong></td>
<td>EUR 22,930 mn</td>
</tr>
<tr>
<td><strong>Clean CCS Operating Result</strong></td>
<td>EUR 3,646 mn</td>
</tr>
<tr>
<td><strong>Market Capitalization</strong></td>
<td>EUR 12.50 bn</td>
</tr>
<tr>
<td><strong>Cash Flow (from operating activities)</strong></td>
<td>EUR 4,396 mn</td>
</tr>
<tr>
<td><strong>Oil &amp; Gas Production</strong></td>
<td>427 kboe/d</td>
</tr>
<tr>
<td><strong>Proven Reserves</strong></td>
<td>1.27 bn boe</td>
</tr>
<tr>
<td><strong>Annual Refining Capacity</strong></td>
<td>17.8 mn t</td>
</tr>
<tr>
<td><strong>Natural Gas Sales Volume</strong></td>
<td>114 TWh</td>
</tr>
<tr>
<td><strong>Employees</strong></td>
<td>20,231</td>
</tr>
</tbody>
</table>

### Clean CCS Operating Result 2018

- **Upstream**
  - ~55%
- **Downstream**
  - ~20%
- **Fuels**
  - ~20%
- **Petrochemicals**
  - ~5%

**Clean CCS Operating Result**

3,646 mn EUR
What makes OMV distinctive?

- **Balanced upstream and downstream portfolio** ensures financial resilience
- **Geographically focused and low-cost Upstream assets**
- **Well positioned for long-term growth** in cost-effective and hydrocarbon-rich areas thanks to strong partnerships
- **Strong cash flow generation** opens up attractive investment opportunities along the entire value chain
- Continuously striving for **efficient and slim structures**
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OMV Strategy 2025

- Leverage on proven concept of integration
- Significantly internationalize Upstream and Downstream
- Build strong gas market presence in Europe
- Drive operating result
Our growth in Upstream

- 427 production volumes, kboe/d (2018)
- 500 production volumes, kboe/d (2020)
- 600 production volumes, kboe/d (2025)

> 100% Reserve Replacement Rate\(^1\)

> 2.0 Mrd 1P Reserves

- 8.0 Production cost

\(^1\) 3 years average
OMV Upstream at a glance: Focus on five core regions

OMV Upstream regions

Central Eastern Europe (CEE)  North Sea  Middle East and Africa (MEA)  Russia  Asia-Pacific

Growth
Upstream Strategy achievements 2018 – developed Asia Pacific into core region

- **Expanded footprint in New Zealand** by increasing stake in existing producing assets
  - Increase interest in producing fields: Pohokura (48%) and Maui (90%)
  - Exploration and development projects: Great South basin exploration block (82.93% total OMV share)

- **Partnered with Sapura’s upstream business in Malaysia** – Platform for further regional growth, capitalizing on growing Asian markets and increasing LNG demand
  - Acquired 50% interest in Sapura’s Upstream business, an independent Malaysian oil and gas company
Upstream Strategy achievements 2018 – entered into attractive fields in Abu Dhabi

- **20% stake in two producing oil fields** Umm Lulu and SARB with reserves of 450 mn boe and long-term plateau
- **5% interest in the Ghasha concession** comprising three major gas and condensate development projects as well as other offshore oil, gas and condensate fields
  - Delivering high quality oil production growth
  - Maximizing value from substantial gas and condensate resources
Digitalization drives value in Upstream

- **Project examples**
  - Drilling cockpit for real-time collaboration
  - Latest 3D visualization technology for analysis and interpretation of geological data
  - Use of artificial intelligence and cloud solutions to process seismic data

- **Future ambitions**
  - Quicker project evaluation to make better decisions
  - Digital access to knowledge, tools and experts worldwide
  - Quicker development of innovation through brainstorming through knowledge networks
Our growth in Downstream Oil

Leading refiner and petrochemical producer

- Shift to higher value products
  - Further increase captive sales volumes
- Export successful European business model internationally towards growing markets
  - Increase petrochemical and refining capacity
Downstream Strategy achievement – acquisition of 15% interest in ADNOC Refining and a to-be established joint venture

- ADNOC Refining
  - 15.0% OMV’s share

- Trading JV
  - 15.0% OMV’s share

- Operating the fourth largest refinery in the world
- Increase in OMV refining and petchem capacity by 40% and 10%
- Managing an integrated margin via Trading JV
Our growth in Downstream Oil

- Leading integrated supplier from North West to South East Europe
- Monetize increasing equity supply
- Double sales revenues and increase overall margins
- High strategic importance of Nord Stream 2 pipeline for Europe's security of gas supply

>80% gas to be imported by 2030

380 bcm imports required
Downstream Gas at a glance

Where does the gas come from?

- **8** TWh Purchases from Norway
- **8** Austria
- **18** TWh Norway
- **45** Romania

Total: **148** TWh

Where do we sell the gas¹?

- **9** TWh Turkey
- **39** TWh Romania
- **66** TWh Europe²

Total: **114** TWh

¹ 44 TWh internal use
² Excluding Romania

OMV Aktiengesellschaft, September 2019
What sustainability means for us

At OMV, sustainability means creating long-term value for our customers and shareholders by being innovative and an employer of choice.

We conduct our business in a responsible way, respecting the environment and adding value to the societies in which we operate.
Getting ready for a sustainable economy

Focus Areas

- Health, Safety, Security and Environment
- Carbon Efficiency
- Innovation
- Employees
- Business Principles and Social Responsibility

15 binding Sustainability targets in key areas

EUR 500 mn for innovative energy solutions by 2025

Future mobility

- Gas
- Hydrogen
- Electric

Alternative feedstocks & circular economy

- ReOil®
- Biofuels: Co-Processing

2025 targets

- Reduce carbon intensity of operations by 19%

¹ Compared to baseline 2010

For further information please visit: https://www.omv.com/en/sustainability-reporting-and-performance
ReOil® – Transformation of plastic waste into crude oil

Conversion of used plastics (PE, PP, PS) into synthetic crude oil, further processed in Schwechat refinery

Process is patented internationally (e.g. Europe, USA, Russia, China)

Pilot plant commissioned in 2018
800 t p.a. capacity

Demonstration plant with a feedstock capacity of up to 20,000 t per year

OMV aims to develop ReOil into a profitable, industrial-scale process with a capacity of around 200,000 t per year
Our Performance 2025

Higher-quality Upstream portfolio
- 600 kboe/d by 2025
- Five core regions

Internationalization of refinery business and expansion of petrochemical activities
- Nearly double refining capacity
- Strengthen petrochemical position

Strong gas market presence from North West to South East Europe
- Double sales volumes
- Increase market share in Germany to 10% by 2025

Balanced, integrated portfolio
Positive free cash flow after dividends
OMV Executive Board

- **Rainer Seele**
  Chairman of the Executive Board and Chief Executive Officer
  Chief Marketing Officer as of July 2019
  Initial appointment: July 2015; End of current period: June 2020

- **Reinhard Florey**
  Chief Financial Officer
  Initial appointment: July 2016; End of current period: June 2021

- **Johann Pleininger**
  Deputy Chairman of the Executive Board
  Executive Board Member Upstream and Chief Upstream Operations Officer
  Initial appointment: September 2015; End of current period: August 2020

- **Thomas Gangl**
  Executive Board Member for Refining & Petrochemical Operations and Chief Downstream Operations Officer
  Initial appointment: July 2019; End of current period: June 2022
OMV: Over 60 years of tradition and innovation

1956  Foundation of ÖMV

1960  Opening of the Schwechat Refinery

1976  Start to internationalize Upstream business

1986  Completion of the first gas supply contracts with Gazprom

1987  Start privatization

1995  ÖMV becomes OMV

1994  IPIC acquires stake in ÖMV


2004  Purchase of 51% stake in Petrom

2017  Acquisition of 24.99% stake in Yuzhno Russkoye

2019  Acquisition of a 15% stake in ADNOC Refining

2017  Acquisition of 24.99% stake in Yuzhno Russkoye

2018  Acquisition of Shell Upstream Business New Zealand

OMV awarded a 20% stake in two offshore oil fields in Abu Dhabi: SARB and Umm Lulu.
Diversified international shareholder base

Shareholder structure

- Institutional investors: 28.1%
- Unidentified free float: 7.2%
- MPPH/Abu Dhabi: 7.7%
- Treasury shares: 0.4%
- Employee share programs: 0.2%
- ÖBAG: 31.5%
- Retail Ownership / Brokerage and Trading Accounts: 24.9%

Geographical distribution of institutional investors

- United States: 32%
- United Kingdom: 21%
- France: 11%
- Norway: 5%
- Austria: 5%
- Rest of Europe: 18%
- Rest of World: 8%

327.3 mn shares

1 As of end of December 2018

2 With effect as of February 20, 2019, Österreichische Bundes- und Industriebeteiligungen GmbH was transformed into a joint-stock company and renamed as Österreichische Beteiligungs AG.
OMV share price performance
2014 – 2019
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The energy for a better life.